

### **BOARD OF TRUSTEES MEETING**

Thursday, February 19, 2009, 3:00 p.m. UCIP Offices, 10980 S. Jordan Gateway, South Jordan, UT

### **AGENDA**

3:00	Call to Order and Welcome Attendees	Kay Blackwell
ITEM	ACTION	
1	Excuse Board Members Absent	Kay Blackwell
2	Approval of January 15 Meeting Minutes	Steve Wall
3	Approve Exclusive Agreement Between UCIP and the Utah Association of Counties	Kay Blackwell
4	Audit Committee Report	Wayne Smith
5	Review/Approve Premium Audit Procedure	Johnnie Miller
6	Review/Approve Equipment Allowance	Johnnie Miller
7	Execute Grand County Membership Termination	Kay Blackwell
8	Set Date and Time for Closed Meeting to Discuss Character, Professional Competence, Physical/Mental Health of an Individual	Kay Blackwell
9	Action on Personnel Matters	Kay Blackwell
10	Set Date and Time for Closed Meeting to Discuss the Pending or Reasonably Imminent Litigation	Kay Blackwell
11	Action on Litigation Matters	Kent Sundberg
12	Ratification and Approval of Payments and Credit Card Transactions	Steve Wall
	INFORMATION	
13	Chief Executive Officer's Report	Johnnie Miller
14	Other Business	Kay Blackwell

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### AFFIDAVIT OF KAY BLACKWELL

STATE OF UTA	Accessed to	
COUNTY OF SA	iss ALT LAKE	
Kay Blackwe	ell, being duly sworn upon oath, deposes and says:	
1. Tha	at the affiant has personal knowledge of the matters hereina	after referred to in this Affidavit.
2. Tha	at the Affiant, on or about the 19 day of February	, 2009, presided over a meeting of the Utah
Counties Insurance Po	ool Board of Trustees, an open and public meeting within t	the provisions of Chapter 4, Title 52, Utah Code
Annotated, 1953, as an	mended.	
3. Tha	at a quorum of the Utah Counties Insurance Pool Board of	Trustees was present and at least two-thirds of
the members present,	voted to close the meeting pursuant to the provisions of Se	ection 52-4-4, Utah Code Annotated, 1953, as
amended, for the purp	pose of discussing the character, professional competence,	or physical or mental health of an individual.
4. Tha	at the affiant was present throughout the meeting and, pursu	uant to the provisions of Section 52-4-7.5, the
affiant does hereby aff	firm that the sole purpose for closing the meeting was to di	iscuss the character, professional competence,
or physical or mental l	health of an individual or individuals.	
FURTHER,	Affiant saith not.	
DATED this		KAY BLACKWELL, President
		Utah Counties Insurance Pool
On the	ay of February 2009, personally appeared be	fore me Kay Blackwell, who, after being by me
	and said that the information contained in the above and for	
	SONYA WHITE Notary Public, State of Utah Commission #563596 My Commission Expires April 18, 2010  My Commission Expires April 18, 2010  My Commission Expires	South Jordan, ut

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### BOARD OF TRUSTEES MEETING MINUTES

February 19, 2009, 3:00 p.m. UCIP Office, 10980 Jordan Gateway, South Jordan, UT

**BOARD MEMBERS PRESENT** 

Kay Blackwell, *President*, Piute County Commissioner Ken Bischoff, *Vice President*, Weber County Commissioner Steve Wall, *Secretary-Treasurer*, Sevier County Clerk-Auditor

Bruce Adams, San Juan County Commissioner Jim Eardley, Washington County Commissioner

LaMar Guymon, Emery County Sheriff Jerry Hess, Davis County Deputy Attorney Jerry Hurst, Tooele County Commissioner Wayne Smith, Iron County Commissioner Kent Sundberg, Utah County Deputy Attorney Steve White, Utah County Commissioner

**BOARD MEMBERS ABSENT** 

Brad Dee, Weber County Human Resources Director

Karla Johnson, Kane County Clerk-Auditor

OTHERS PRESENT

Johnnie Miller, UCIP Chief Executive Officer Mark Brady, UCIP Loss Control Manager Sonya White, UCIP Manager of Administration

### Call to Order

Kay Blackwell called this meeting of the Utah Counties Insurance Pool Board of Trustees to order at 3:00 p.m. on February 19, 2009 and welcomed everyone in attendance.

### Review/Excuse Board Members Absent

Brad Dee requested to be excused from this meeting due to obligations at the Capitol. Karla Johnson is in the middle of the County's annual audit and requested to be excused from this meeting. Steve White made a motion to excuse Brad Dee and Karla Johnson from this meeting. Jerry Hurst seconded the motion, which passed unanimously.

### Approval of January 15 Meeting Minutes

The minutes of the Board of Trustees meeting held January 15, 2009 were previously sent to the Board Members for review. Steve Wall made a motion to approve the January 15 meeting minutes as written. Steve White seconded the motion, which passed unanimously.

### Approve Exclusive Agreement Between UCIP and the Utah Association of Counties (UAC)

Kay Blackwell reported that he, Jim Eardley and Johnnie Miller met with members of the UAC Executive Committee and the Executive Director, Brent Gardner, to discuss an exclusive sponsorship arrangement. Johnnie explained that UCIP Board Members and the UAC Executive Committee agreed upon an annual fee of \$15,000 that would recognize UCIP as an exclusive sponsor (competitors of UCIP would be prohibited to sponsor or exhibit) at UAC events, guarantee preferred space at UAC conferences, allow for presentation opportunities at UAC events and UCIP would organize the annual UAC golf tournament. UAC staff proposed an annual fee of \$150,000. This amount may be comparable to what other state Pool's pay for exclusive rights and what local competitors may be willing to pay. UAC's President, Debra Ames, requested that Johnnie draft an agreement (see attachment number one) for review by UAC's General Counsel. Jim Eardley made a motion to approve the agreement as written. Ken Bischoff seconded the motion, which passed unanimously. The agreement was given to Debra on February 13 and another meeting with the UAC Executive Committee will be scheduled.

### Audit Committee Report

Wayne Smith reported that the Audit Committee members met with the independent auditors of Larson & Rosenberger today in preparation of the upcoming 2008 financial audit scheduled for March 17-20. The Committee directed Mark Brady to have a draft Disaster Recovery Plan available for the Board to review and approve at their next meeting. Jim Eardley made a motion to accept the report and direction of the Audit Committee. Jerry Hess seconded the motion, which passed unanimously.

### Review/Approve Premium Audit Procedure

Johnnie Miller explained that eight members have responded to the request for final payroll reports to be audited for the Workers' Compensation Pool. Six of the eight counties would owe additional premium due to their higher than estimated payroll reported in 2008. Calculated premiums in 2008, for some counties, were lower than actuarial rates. The procedure for the 2008 audit may depend on whether or not a member paid above or below the surcharge. In 2009, all members paid the same rate. Johnnie will continue his report at the next meeting when all counties have submitted their actual payroll for 2008.

### Review/Approve Equipment Allowance

Johnnie Miller reported that in discussions with the Tooele County Attorney, Doug Hogan, regarding the Internal Revenue Service's audit findings for the use of cell phones and laptops, as recommended in November, the Board may want to approve a cell phone and laptop allowance for specific staff positions. Jerry Hurst explained that Tooele County has adopted policies and procedures regarding the use and allowances of equipment following the audit. Steve White made a motion approving a cell phone allowance of \$75.00 per month for Johnnie Miller, Mark Brady and Sonya White. Ken Bischoff seconded the motion, which passed unanimously. The Board directed Johnnie to provide more information on laptop allowances at the next meeting.

### **Execute Grand County Membership Termination**

Johnnie Miller reported that under Article Nine of the Bylaws, notice of failure to pay a premium due the Pool has been mailed to the Grand County Council. Bruce Adams made a motion to terminate Grand County's membership in the Utah Counties Insurance Pool effective January 1, 2009. Wayne Smith seconded the motion, which passed unanimously.

### Set Date and Time for Closed Meeting

Steve White made a motion to set the date and time for a closed meeting to discuss the character, professional competence, physical/mental health of an individual for 4:25 p.m. on February 19, 2009. Bruce Adams seconded the motion, which passed unanimously. Board Members present at the closed meeting were: Kay Blackwell, Ken Bischoff, Steve Wall, Bruce Adams, Jim Eardley, LaMar Guymon, Jerry Hess, Jerry Hurst, Wayne Smith, Kent Sundberg and Steve White. Johnnie Miller was also present.

The regular meeting resumed at 4:32 p.m. on February 19, 2009.

### **Action on Personnel Matters**

Steve White made a motion to strike agenda item: Action on Personnel Matters. Jerry Hurst seconded the motion, which passed unanimously

### Set Date and Time for Closed Meeting

Kent Sundberg made a motion to set the date and time for a closed meeting to discuss pending or reasonably imminent litigation for 4:33 p.m. on February 19, 2009. Bruce Adams seconded the motion, which passed unanimously. Board Members present at the closed meeting were: Kay Blackwell, Ken Bischoff, Steve Wall, Bruce Adams, Jim Eardley, LaMar Guymon, Jerry Hess, Jerry Hurst, Wayne Smith, Kent Sundberg and Steve White. Johnnie Miller, Mark Brady and Sonya White were also present. Ken Bischoff was excused during Weber County litigation discussions.

The regular meeting resumed at 4:52 p.m. on February 19, 2009.

### Action on Litigation Matters

Kent Sundberg made a motion authorizing settlement authority at mediation in the amount of \$50,000 to the Claims Manager and an additional \$25,000 to the Chief Executive Officer in the matter of WEB001362006. Steve White seconded the motion, which passed unanimously.

Kent Sundberg made a motion authorizing settlement authority in the amount of \$32,000 to the Claims Manager in the matter of SAN000272007. Jerry Hurst seconded the motion, which passed unanimously.

Kent Sundberg made a motion to change the approved attorney for matters on behalf of the member counties to Bart Kunz from Craig Wentz at the law firm of Christensen & Jensen. Wayne Smith seconded the motion, which passed unanimously.

### Ratification and Approval of Payments and Credit Card Transactions

Steve Wall reviewed the payments made, payments to be made (see attachment number two) and credit card transactions with the Board. Steve Wall made a motion to approve the payments made, payments to be made and credit card transactions. Steve White seconded the motion, which passed unanimously.

### Chief Executive Officer's Report

Johnnie Miller reported that the December 2008 unaudited financial statements show a net income of \$2,000,000 for all lines.

Johnnie recommended that capital expenses incurred, approximately \$67,000, for the new office be transferred from surplus rather than charged against the 2009 budget.

The Board will discuss UCIP's strategy at its upcoming June Retreat. Does UCIP "hunker down" and cut every expense possible and reduce member services or does UCIP "look forward" and manage expenses while continuing high quality services?

Johnnie explained that UCIP is currently sharing the cost of land use lobbying with the Utah Risk Management Mutual Association (URMMA) and the Utah Local Governments Trust (ULGT), paying an equal third, yet all meetings and the direction of the efforts are all driven by the ULGT. Johnnie will report to the Board at its next meeting whether or not UCIP is getting any benefit from this arrangement.

The relationship between UCIP and ULGT should be defined. It is the fiduciary responsibility of both Boards to make decision in the best interest of its members and the two should not be competing for member business. Johnnie recommends that the two Boards meet to have an open discussion about working together.

Johnnie is in the process of negotiating a reduced rate for all counties with the Utah Safety Council (counties currently pay \$300 for an annual membership). This may be an alternative to provide safety training to UCIP members without an in-house safety specialist.

Johnnie reported that UCIP has paid all owed premiums to the Public Employees Health Program (PEHP) based on UCIP's reconciliation with the member counties. Larson & Rosenberger is conducting an audit of premiums. Four member counties have signed PEHP's "fee" letter for an estimated \$105,000 in revenue to reimburse the Multiline Pool. A meeting of the Employee Benefits Program counties will be scheduled to discuss service, fees and developing surplus.

### Other Business

The next meeting of the Board, scheduled for March 19, was rescheduled for March 26. The Board meeting scheduled for May 21 has been cancelled.

Approved on this 26<sup>th</sup> day of March 2009
Steve Wall, UCIP Secretary-Treasurer

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### **EXCLUSIVE SPONSORSHIP AGREEMENT**

This Agreement entered into this \_\_\_\_\_ day of February, 2009, between the Utah Association of Counties, a non-profit foundation, hereafter referred to as "UAC" and the Utah Counties Insurance Pool, an Interlocal governmental entity created pursuant to the laws of the state of Utah, hereafter referred to as "UCIP".

**WHEREAS**, legislation sponsored by UAC, enacted as Utah Code Title 11 Chapter 13, Interlocal Cooperation Act, enabled the creation of public agency insurance mutuals in Utah for the purpose of pooling, joint purchase or purchase of insurance by Utah public agencies; and

**WHEREAS**, UAC originally organized UCIP in 1992 as the Utah Association of Counties Insurance Mutual, an interlocal agency with a Board of Trustees elected and appointed by member counties; and

WHEREAS, UCIP was formed by UAC as a service to its member counties to provide for pooled coverage, joint purchase of insurance and other risk management services for its members; and

WHEREAS, UAC continues to recognize the value of the insurance and risk management services UCIP provides to county government in the State of Utah; and

**WHEREAS**, Article 5.13(j) of UCIP's Bylaws, adopted December 6, 2007, provides that UCIP's Trustees may provide for necessary activities, and enter into contracts as necessary or appropriate to accomplish the purposes of the Pool; and

**WHEREAS**, UCIP has provided financial assistance to UAC in the form of advertising fees, vendor registration fees and sponsorship of meals, breaks and other activities held in conjunction with UAC conferences and other events; and

**WHEREAS**, UCIP considers continued support of UAC legislative, information and education programs to be an appropriate activity to accomplish the purposes of the Pool; and

WHEREAS, UCIP wishes to be recognized as the exclusive insurance and risk management service provider sponsored by UAC; and

WHEREAS, UAC is able to provide exclusive sponsorship pursuant to its bylaws and subject to the conditions specified in this Agreement,

**NOW, THEREFORE**, in consideration of the mutual covenants herein contained, the parties hereto agree as follows:

### 1. RELATIONSHIP OF THE PARTIES

- 1.1. UAC and UCIP are separate legal entities organized under the laws of the State of Utah. Both entities operate for the purpose of serving county government in the State of Utah.
- 1.2. While UCIP was originally organized by UAC and is regarded as a member service of UAC, UCIP is governed by an independent Board of Trustees elected or appointed by UCIP member counties.
- 1.3. UAC and UCIP have no legal obligations to one another other than those provided for in state or federal law, and those contractual obligations reduced to writing and approved by resolution of their respective Boards of Trustees.

### 2. RECOGNITION OF EXCLUSIVE SPONSORSHIP

- 2.1 UAC shall acknowledge that UCIP was originally organized by UAC as a service to its member counties, and shall allow UCIP to present itself as a UAC created entity.
- 2.2 UAC shall allow UCIP to recognize and present itself as the exclusive insurance and risk management entity sponsored by UAC.

### 3 ADVERTISING SERVICES

- 3.1 UAC shall provide UCIP the following advertising services:
  - 3.1.1 Full page inside cover space of the UAC Directory; and
  - 3.1.2 1/2 page advertising space on the back cover in each UAC newsletter with the option to purchase additional space at a reduced fee.
- 3.2 UAC shall prohibit any and all other insurance or risk management entities from advertising in any UAC publication without the express written consent of UCIP.

### 4 SPONSORSHIP RECOGNITION

- 4.1 UAC shall recognize UCIP as the sole sponsor of the following UAC activities:
  - 4.1.1 Luncheon at the UAC Newly Elected Officials Training;
  - 4.1.2 Luncheon at the UAC County Officials Day at the Legislature;
  - 4.1.3 Luncheon at the USACCC Annual Workshop;
  - 4.1.4 Luncheon at the UAC Management Conference; and
  - 4.1.5 Dinner at the UAC Annual Conference.

### 5 CONFERENCE VENDOR SERVICES

- 5.1 UAC shall provide UCIP the following conference exhibitor services:
  - 5.1.1 Preferred exhibitor space at the UAC Management Conference;

- 5.1.2 Exhibit space next to, or as near as possible to, the UAC registration table at the UAC Annual Conference; and
- 5.1.3 An exhibit space in the vendor area at the UAC Annual Conference.
- 5.2 UAC shall prohibit any and all other insurance and risk management entities from displaying as a vendor, present at, or otherwise sponsor or be recognized at any UAC organized conference without the express written consent of UCIP.

### 6 PRESENTATION OPPORTUNITIES

- 6.1 UAC shall provide UCIP the opportunity to participate annually as a presenter at each of the following UAC events:
  - 6.1.1 Newly Elected Officials Training;
  - 6.1.2 USACCC Annual Workshop; and
  - 6.1.3 UAC Management Conference.

### 7 <u>UAC/UCIP ANNUAL GOLF TOURNEMENT</u>

- 7.1 UCIP shall annually organize and facilitate a golf tournament to be held in conjunction with the UAC Annual Conference.
- 7.2 UCIP shall recognize UAC as an equal sponsor of the golf tournament, however UCIP shall accept all expenses related to the organization, operation and liability arising out of the tournament.
- 7.3 UCIP will organize the tournament in a manner so as to create no cost to UAC.
- 7.4 UAC may request UCIP not to organize the golf tournament in any particular year that UAC feels it is in the best interest of county government not to hold such tournament.

### 8 EXCLUSIVE SPONSORSHIP FEE

- 8.1 In recognition of the covenants and services provided for herein, UCIP shall compensate UAC an annual amount of \$15,000 to be paid no later than January 30 of each year.
- 8.2 The parties agree to consider, upon written request by either party, adjustment to the amount of the Exclusive Sponsorship Fee in recognition of increased costs of the services provided under this Agreement.
- 8.3 UAC may, at its sole discretion, waive or postpone payment of all or any portion of the Exclusive Sponsorship Fee. UCIP may, by resolution of its Board of Trustees, request the waiver or postponement of payment of the Exclusive Sponsorship Fee, or portion thereof, in any fiscal year where UCIP recognizes a loss to its surplus.

### 9 TERM AND TERMINATION

- 9.1 The term of this Agreement shall commence upon January 1, 2009, and shall continue until December 31, 2010, unless terminated by either party as set forth herein.
- 9.2 This Agreement is subject to cancellation or termination without cause by either UAC or UCIP upon 90 days written notice to the other party specifying the reasons therefore. Any such notice shall be delivered in person or by certified mail addressed to persons specified in Section 12 of this Agreement. Before notice shall be considered valid, the Board of Trustees, of UAC and UCIP, or committees of each Board recognized as having the authority to negotiate the terms of this Agreement on behalf of there respective Boards, shall meet to discuss the issues related to the proposed notice.

### 10 COMPLIANCE WITH APPLICABLE LAWS

In performance of this Agreement, each party shall comply with all federal, state and local laws, ordinances, orders, rules and regulation applicable to its performance hereunder.

### 11 RECORDS AND AUDIT

Each party agrees to maintain sufficient and accurate records and books of account showing all expenses incurred in the performance of this Agreement, all of which shall be subject to inspection and audit by the other party at all reasonable times. All such records and books of account shall be retained for a period of not less than three years from the date of completion of services to which this Agreement relates.

### 12 NOTICES

Any official notice that either party hereto desires or is required to give the other shall be delivered by hand or through United States mail by certified mail, return receipt requested, with postage thereon fully prepaid and addressed as follows:

To UAC:

To UCIP:

Executive Director Utah Association of Counties 5397 South Vine Street Murray, Utah 84107 Chief Executive Officer Utah Counties Insurance Pool P.O. Box 95730 South Jordan, Utah 84095

The addresses herein above specified may be changed by written notice thereof to the other party pursuant to this section.

### 13 <u>LEGAL ACTIONS BETWEEN THE PARTIES</u>

- Any legal action taken between the parties arising as a result of this Agreement shall be filed and litigated in the state of Utah.
- 13.2 This Agreement shall be interpreted in accordance with the laws of the state of Utah.
- 13.3 Before any legal proceeding is initiated, the parties must submit to informal, nonbinding mediation as arranged by the American Arbitration Association.
- 13.4 Should any provision of this Agreement require judicial interpretation, the Court interpreting or construing the same shall not apply a presumption that the terms hereof shall be more strictly construed against the party, by reason of the rule of construction, as the parties acknowledge that they have both participated in the preparation hereof.

### 14 **SEVERABILITY**

The invalidity of any portion of this Agreement shall not prevent the remainder from being carried into effect.

### 15 GENDER, PLURAL AND HEADINGS

- 15.1 Whenever the context of any provision shall require it, the use of any gender shall include all genders, and the singular number shall be held to include the plural number, and vice versa.
- 15.2 The paragraph and section headings in this Agreement are for convenience only, and do not constitute a part of the provisions hereof.

### 16 ATTORNEY'S FEES

In the event that either party institutes any suit or action to enforce its rights hereunder, the prevailing party shall be entitled to recover from the other party its reasonable attorney's fees and costs in such suit or action and on any appeal therefrom.

### 17 WAIVER

No failure on the part of either party to enforce any covenant or provision herein contained, nor any waiver of any right hereunder, unless in writing and signed by the parties sought to be bound, shall discharge or invalidate such covenant or provision or

affect the right of either party to enforce the same or any other provision in the event of any subsequent breach or default.

### 18 BINDING EFFECT

The terms, conditions, and covenants contained in this Agreement shall apply to, inure to the benefit of, and bind the parties and their respective successors.

### 19 NONASSINGABILITY

Neither party may assign any interest in this Agreement without the express written concurrence of the other party.

### 20 ENTIRE AGREEMENT AND AMMENDMENT

This Agreement constitutes the entire Agreement between the parties with respect to the subject matter hereof. This Agreement replaces and supersedes all prior negotiations and understandings, and such negotiations and understandings shall be of no further force or effect. UAC and UCIP may amend this Agreement upon the agreement of both parties. No modification of this Agreement shall be of any force or effect unless reduced to writing, signed by both parties, and expressly made a part of this Agreement.

**IN WITNESS WHEROF,** the parties have hereunder set their hand as of the day and year written by their duly authorized officers.

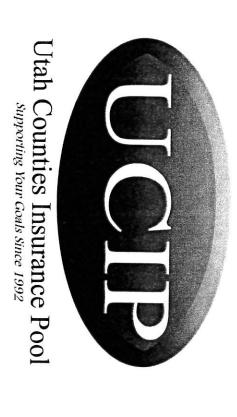
UAC:	UCIP:
Utah Association of Counties	Utah Counties Insurance Pool
By:	By:
Debra Ames, President	Kay Blackwell, President
Date:	Date:

### Utah Counties Insurance Pool Payments January 16 - February 28, 2009

Amount	0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.0
Split	-SPLTS
Memo	Direct Deposit Direct
Name	Anne M. Ayrton Johnnie R. Miller Kathy H. Stone Korby M. Siggard Lisa O. Brown Mark W. Brady Shaney M. Kelleher Sonya J. White Susan E. Gonce Rorby M. Siggard Lisa O. Brown Mark W. Brady Shaney M. Kelleher Sonya J. White Susan E. Gonce QuickBooks Payroll Service Utah Retirement Systems Nationwide Retirement Solutions Utah Retirement Systems Nationwide Retirement Solutions Utah States Treasury Wells Fargo
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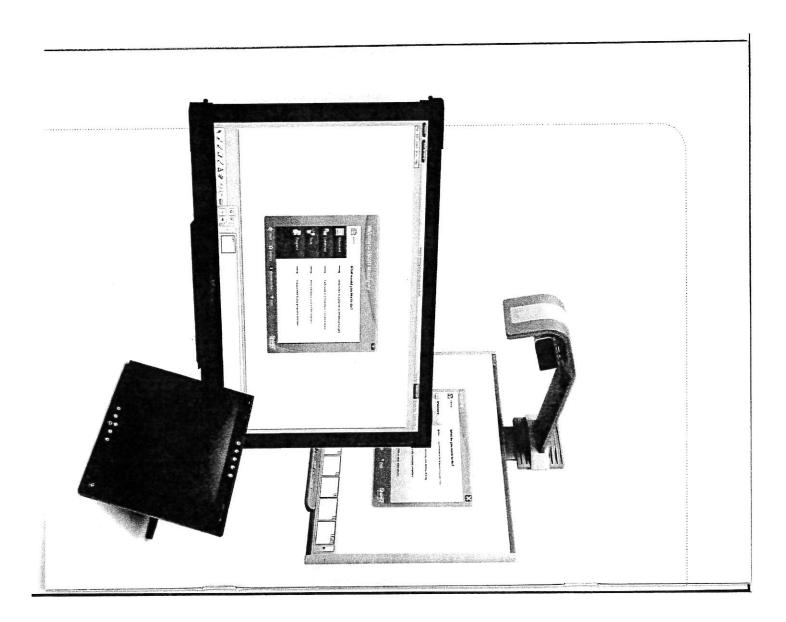
### Utah Counties Insurance Pool Payments January 16 - February 28, 2009

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		ISO Services, Inc. Mountain View Software Bear River Mountain View Software	By The Numbers Actuarial Consulting, Inc. County Reinsurance, Limited New England Business Service, Inc.		Revco Leasing Company, LLC	Johnnie R. Miller	Opticare of Utah	Opticare of Utah	Public Employees Health Program	Office Denot	Tri-Tel Communications, Inc.	Revco Leasing Company, LLC	Shaney M. Kelleher	Positive Incentives	Mergenthaler Transfer & Storage	Utah Safety Council	Artnur J. Gallagner & Co.	Arthur J. Gallagher & Co.	Korby M. Siggard	Les Olson Company	Utah PRIMA Chapter	Print2day	Verizon Wireless	County Reinsurance. Limited	Purchase Power	Zavda Internet	PEHP-I TD	Arne M Avrten	Revco Leasing Company, LLC	Professional Binding Products, Inc.	Name
		Invoice Number: ISO0030878 Invoice Number: 13700 2009 WC Premium Reimbursement Invoice Number: 13723	Invoice Number: 2008-188 2009 Workers' Compensation Reinsurance Invoice Number: 9928685794-3		Invoice Number: 201288	Reimbursem	January	January	Policy Number 1076 (JAN)	Account Number: 35538760	Invoice Number: 145167	Invoice Number: 198992	Expense Reimbursement	Invoice Number: 86395	Invoice Number: SLC-863-8/1	Invoice Number: 08212	Account Number: 60594	Invoice Number: 85829	Expense Reimbursement	Invoice Number: 1032297-IN	Annual Chapter Dues	Invoice No. 940046	Invoice Number: 0731580311	2009 Liability	Customer ID: 19821793866	Invoice Number: 1025	Coverage Period: January 2009	Invoice Number. 2006-169	Invoice Number: 196581	Invoice Number: PSI0110815	Memo
		-SPLIT- Information Technology Premiums Written ML Information Technology	Actuarial Analysis WC Reinsurance WC Office Supplies WC		-SPLIT-	-SPLIT-	-SPLIT-	-SPLIT-	-SPLIT-	SPLIT-	Building Related Payables	-SPLIT-	-SPLIT-	-SPLIT-	<b>Building Related Payables</b>	-SPLIT-	SDIT -	SBLT-	-SPLIT-	-SPLIT-	-SPLIT-	-SPLIT-	-SPLIT-	Liability	-SPLIT-	-SPLIT-	-SPLIT-	-SPI IT-	Oction Opposite MI	Office Supplies ML	Split
-1,190,521.06	-360,537.52	-1,052.50 -126.00 -15,856.00 -210.00	-2,125.00 -340,866.00 -302.02	-829,983.54	-350.00	-372.95	-90.14	-101.87	-7,981.60	-5,740.01 -581.21	-435.00 3 748 81	-350.00	-105.76	-64.45	-2,177.50	-442.50	-146 24	-100.00	-57.71	-823.94	-80.00	-352.52	-152.21	-699,605.00	-500.97	-240.00	-318.52	-2 488 98	3 135 00	-408.15	Amount



### **Board of Trustees**

Thursday, February 19, 2009 **UCIP Offices** 



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# **UAC Exclusive Sponsorship**

- Recognized as exclusive sponsored entity.
- Recognized as UAC sponsor at events
- All other competitors prohibited at events. Time on agenda at certain events.
- Preferred space at conferences
- Organize annual golf tournament.
- Annual fee of \$15,000.



## Advertising Services

- advertising services: UAC shall provide UCIP the following
- Full page inside cover space of the UAC Directory; and
- additional space at a reduced fee each UAC newsletter with the option to purchase 1/2 page advertising space on the back cover in
- advertising in any UAC publication without UAC shall prohibit any and all other the express written consent of UCIP insurance or risk management entities from



## Sponsor Recognition

- sponsor of the following UAC activities: UAC shall recognize UCIP as the sole
- Training; Luncheon at the UAC Newly Elected Officials
- Legislature; Luncheon at the UAC County Officials Day at the
- Luncheon at the USACCC Annual Workshop;
- Luncheon at the UAC Management Conference;
- Dinner at the UAC Annual Conference.



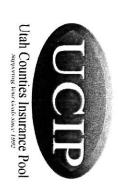
## Preferred Exhibitor Status

- exhibitor services: UAC shall provide UCIP the following conference
- Conterence; Preferred exhibitor space at the UAC Management
- registration table at the UAC Annual Conference; and Exhibit space next to, or as near as possible to, the UAC
- An exhibit space in the vendor area at the UAC Annual Conterence
- without the express written consent of UCIP vendor, present at, or otherwise sponsor or be risk management entities from displaying as a recognized at any UAC organized conference UAC shall prohibit any and all other insurance



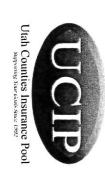
# Presentation Opportunities

- of the following UAC events: UAC shall provide UCIP the opportunity to participate annually as a presenter at each
- Newly Elected Officials Training;
- USACCC Annual Workshop; and
- UAC Management Conference.



### Golf Tournament

- tournament to be held in conjunction with the UAC UCIP shall annually organize and facilitate a golf Annual Conterence.
- expenses related to the organization, operation and the golf tournament, however UCIP shall accept all liability arising out of the tournament. UCIP shall recognize UAC as an equal sponsor of
- as to create no cost to UAC. UCIP will organize the tournament in a manner so
- UAC may request UCIP not to organize the golf tournament in any particular year that UAC feels it is such tournament. in the best interest of county government not to hold



# Exclusive Sponsorship Fee

- party, adjustment to the amount of the Exclusive Sponsorship \$15,000 to be paid no later than January 30 of each year. In recognition of the covenants and services provided for The parties agree to consider, upon written request by either herein, UCIP shall compensate UAC an annual amount of
- recognizes a loss to its surplus Fee, or portion thereof, in any fiscal year where UCIP or postponement of payment of the Exclusive Sponsorship may, by resolution of its Board of Trustees, request the waiver all or any portion of the Exclusive Sponsorship Fee. UCIP UAC may, at its sole discretion, waive or postpone payment of under this Agreement. Fee in recognition of increased costs of the services provided



## Financial Audit Process

- Auditors meet with Audit Committee to discuss specific questions or concerns review process, confirm scope of work and (February 2009)
- Auditors conduct onsite work (March 2009)
- Auditors provide Audit Report and Management letter to Board (April 2009)



### WC Payroll Audit

- 8 members responses to date.
- Variance from estimate -10% to +54%. 6 additional premium, 1 return premium.
- Average variance from estimate = 10%.
- Estimated additional premium = \$100,000



## Equipment Allowance

Equipment allowance was discussed by the raised by the IRS audit in Tooele County. Board in December based on concerns

- Cell Phone
- County allowance is between \$75 and \$95 per month.
- Recommendation is for \$75 per month.
- Counties have begun allowances for "regularly inspected for personal use" laptops, due to requirement to have them

Utah Counties Insurance Pool

### CEO Report

- Financial Status (Unaudited Year End)
- Office Relocation Budget
- Current Strategy Long Range Strategy
- Other Strategic Relationships

Land Use Lobbying w/ URMMA & ULGIT

- Utah Safety Council
- Benefits Program – ULGIT Work Comp?
- PEHP billing
- PEHP "fees"



# Unaudited Year End Summary

### **UTAH COUNTIES INSURANCE POOL**

Financial Statement Summary

For the Period Ending December 31, 2008

Total Net Income	Investment Income	Underwriting Gain(Loss)	
\$1,961,820	\$417,261	\$1,544,559	ML
\$325,025	\$137,000	\$188,025	WC
(\$48,613)	\$24,000	(\$72,613)	EB
0	0	0	ı
\$2,238,232	\$578,261	\$1,659,971	Total

### Relocation Budget

Company Cost

Henriksen Butler Furniture

Tri-Tel Phone Move and Reconnects

Merganthaler Moving Company

Misc Furnishings for Training Room

I.T. Gary Hurst 1 full day

\$56,533.56

\$4,183.81

\$2,177.50

\$750.00

\$626.98

\$500.00

\$67,371.85

\$2,600.00

Smart Board/Projector

Paetec Internet/Phones

### **UCIP** Strategy

- "Hunker Down"
- Cut every expense possible
- Reduce Member Service to allow for cheapest price possible
- "Look Forward"
- Manage expenses,
- While continuing high quality service to members
- Look for efficient ways to improve services
- Are the members willing to pay for service?

### Land Use Lobbying

- Currently sharing cost of land use lobbyist with URMMA and ULGIT.
- Paying an equal third, but all meetings and direction are driven by the League.

### **ULGIT Relationship**

- Strategic Relationship between Boards?
- "Sell" WC business?
- Open discussions on areas of merger? Combined WC program
- If Trust not open to working together, develop strategy of OFFENSE.

### Utah Safety Council

- and training. Negotiate reduced pricing for membership
- UCIP membership. Consider membership fees as part of
- Conduct Safety Council training specific to counties on site.

### Benefits Program

- PEHP billing
- Paid all premiums based on UCIP records.
- Larson conducting audit of premiums.
- 4 members signed PEHP "Fee" letter. — Estimated revenue = \$105,000.
- Group meeting to discuss strategy. Limited Service & Return Portion of Fees.
- Use Fees to provide broad services
- Limited Service & Develop Surplus.